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Insight Into the Career of the
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HELPS MAKE LIFE BRIGHT

Is Ever Cheerful and Puts the Best Foot
Foremost Under All Circumstances—Love For Home and
Family.

The modern commercial traveler is a product of the industrial world in which we live. He is an indispensable adjunct of the great factories and foundries. He is the incarnation of the spirit of commercialism. He represents the most strenuous competitors the world has ever known. He is the most cosmopolitan of mortals; the entire world is his field of labor.

If you take wings of the morning and fly to the uttermost parts of the earth you will find him there, up and ready for business before breakfast. The only reason the North Pole has never been found is that they never sent a T. P. A. after it. He is the serenely confident, undimmed embodiment of energy. He is all things to all men. He will sell ice machines and iron beds in India with the same zest that he disposes of blankets and Bibles in British America.

PRINCE OF RHETORICIANS.

Consciously or unconsciously, the successful commercial traveler is the prince of rhetoricians—a past master in the art of persuasion. Who can resist his blandishments? Should his house send him there for that purpose, he would sell ice-boats in the great Desert of Sahara. His adaptability makes the traveling man at home wherever night overtakes him. His versatility and good fellowship makes him welcome throughout the globe. In foreign lands they are the advance guard of civilization; at home they are the destroyers of provincialism. They are all optimists. They have no use for ancient history—they live in the future. They are always painting rain-bows across the clouds of financial distress. They are dispensers of cheeriness; distributors of sunshine; the apostles of hope. The thorough commercial traveler is irrefragable when trade is dull and times are so hard that there seems nothing but defeat and disaster awaiting him—when other men would give up in despair, you will hear him softly humming to himself, "Every day will be Sunday by-and-by." The traveling man always belongs to the same lodge that you do. Often his stories are not new, but he always tells them with as much enthusiasm as if they were. Only yesterday one came in my office with this new-old, historic utterance: "When God made the world he rested. When He made man, He rested. Then He made woman, and neither God nor man has ever had any rest since."

ARE NATIONAL EDUCATORS.

The traveling men are really a great

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"Queen of Va.", Granulated

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"Larus' Fig."
"L. & B. Co's Luxury" (Navy)

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SAUER'S TEA EXTRACT SAVES labor. One teaspoonful for a glass of Iced Tea. C. F. SAUER & CO., Richmond, Va.

ness, how many deeds of charity, and how many rivers of sympathy have gone forth from the lives of these men, whenever they have found objects of charity and needs for their sympathy.

JOHN S. HARWOOD.

To the "Kickers" In the T. P. A. Ranks.

It seems to the writer that some members of our association at times arrive at very hasty conclusions and have opinions formed on various subjects without giving the matter under consideration very thorough investigation. Intelligent men always investigate a subject before they arrive at definite conclusions and hence when asked for reasons for the "faith that is in them" can produce logical and reasonable arguments to substantiate their convictions.

Courts of justice do not accept rumors or "hearsay evidence" and when we hear objections urged against the management

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BALTIMORE.

Post "A" of Omaha, Nebraska Division.

It was on the evening of April, 16th, 1898, that a few of the leaders of the T. P. A., in Omaha, Neb., gathered at the old traveling man's club house, that sat high upon the hill, to talk up the question of a Post. The meeting had not been called to order, when that old war-horse, Ben F. Hoffman, of Lafayette, Ind., dropped in on the meeting. The surprise was a good one, and Mr. Hoffman seemed to put new life into the organization, and it resulted in a Post of thirty members being organized, the next Saturday night.

C. W. Close, the present State President was the first President of Post A. Since that time, the Post has made a steady gain, and to-day, has a membership of 256. Our class of members could not be better. The representative jobbers and tradesmen of Omaha are members of Post A. Mr. A. C. Smith, president of the Omaha commercial club, and at the head of the M. E.

Smith Co., wholesale dry goods house is a member.

The shoe houses are well represented by such men as F. P. Kirkendall, Z. T. Lindsey, Hayward Bros., and the Williams Shoe Co. Almost every winter some kind of an entertainment is given, and the best people of the city give their patronage.

Post "C", Iowa Div.; Cedar Rapids, Iowa.

Post "C" of this city was organized shortly after Columbus landed in this country. All the charter members were Indians. The first president of Post "C" was an old warrior called "Man Afraid of Seven-Fifty." Our present membership is about evenly divided between Indians and easy marks.

Post "C" derives its name from the Muskwa language. "C" stands for "Seeders Rabbits." We have no prominent members. Our roster is a roll of names. In order to become a member of Post "C" the applicant must pass a rigid physical examination, and not until he

has been black-balled three times is he declared duly elected and his application forwarded to State headquarters.

To belong to Post "C" is to be fit for its membership stands for everything—that nobody else will stand for.

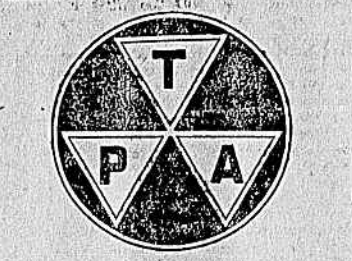
While ours is not a temperance society, the member who drinks anything stronger or then lemon extract is expelled. Our president, or "chief," as we call him, was first elected in 1861. He is in great favor with the members, principally because he owns a coal yard.

Our secretary is a man with a record. It would be just as easy to push butter down a wild-cat's throat with a hot awl, as to keep Post "C" from bringing the State headquarters to Cedar Rapids at the next State convention.

Next year we are going after the national headquarters.

While our membership is only eighty, it could be five hundred if we were not so particular about our standards. Ours is a post of quality, not quantity. Hoping that this information will meet with your approval, and extending heartfelt congratulations from Post "C", Iowa Division, to Post "A", Virginia Division, for their commendable undertaking.

I remain yours fraternally,
LOUIS ROTH,
Secretary Post "C", Iowa Division.



body of national educators. To the remotest hamlet they carry the news of everything new under the sun. All that science, art, literature and invention have produced, they quickly place before their customers. While the commercial travelers are educating those with whom they come in contact, they are themselves being educated. They learn to know the supreme value of honesty, truthfulness and fair dealing.

They promptly ascertain that dishonest goods will sooner or later ruin the firm sending them out. They learn that integrity and conscience are as essential to success in business as patience, perseverance and hard work. They are educated by observing the various contrasts of human life. The wealthy merchant of last year, a hopeless bankrupt this year. They see a spruce office boy become the head of the great firm. Sometimes their hearts are embittered by injustice, deception and ingratitude.

The discomforts of travel and the weary anxieties of their nomadic life, make them all look forward to a golden time of comfort and happiness when they will no longer wander from their firesides. I have seen him at the little lonely country depot, waiting for the belated snow-bound midnight train. The weary winter wind was meaning through the bobbing wires as he paced restlessly about the dimly-lighted depot, occasionally he would take out his watch at the one "fair woman under the sun"—she and none other, his wife.

As he put up the watch he murmured "God bless her." The simple prayer came from the depths of his loving heart, and it went straight to heaven. Love of home and family is a hellows stronger with commercial travelers than any other class of men, the old aphorism, "absence makes the heart grow fonder," finding its fullest exemplification in the ranks of this great army of home-loving men.

ACCEPTS WHAT COMES.

When "things are coming his way" he is liberal and generous to a fault—nothing is too good for him or his. When it is otherwise, he accepts the situation regretfully but philosophically, and proceeds to sacrifice himself for those he loves. I have known him to carry his heavy grip from the trains to the hotels and make the old overcoat do another winter, that a dear boy at home might have a bicycle. I have known him to quit smoking, saying that it didn't agree with him, that he might send the money to mother, who was having a hard time back in the old home in a distant State. The bright oasis in their lives is when the six week trip is over and for a week or ten days they enjoy the company and surroundings of home and the sweet, noble wife and the prattle of the children. Thousands of these men, amidst all their hardships and privations, bear a love and loyalty to home as sacred as the memories which connect us with the love of a sainted mother or a sainted wife. By life, example and conversation they stand for a clear and upright manhood. His charities are many; his sympathies are profound. When the road is made up of the affairs of men, it will be seen then, as it never will be known before, how many sets of kind-

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